

# **Exhibit G2**

1  
2 IN THE UNITED STATES DISTRICT COURT  
3 FOR THE SOUTHERN DISTRICT OF NEW YORK

4 -----x

5 EASTERN PROFIT CORPORATON LIMITED,  
6 Plaintiff/Counterclaim Defendant,

7  
8 Case No. 18-cv-2185

9 v.

10 STRATEGIC VISION US, LLC,  
11 Defendant/Counterclaim Plaintiff.

12 -----x

13 1:47 p.m.

November 19, 2019

14 405 Lexington Avenue

15 New York, New York

16  
17 DEPOSITION of FRENCH WALLOP, testifying  
18 under Rule 30(b)(6) on behalf of STRATEGIC VISION  
19 US, LLC in the above entitled matter, pursuant to  
20 Notice, before Stephen J. Moore, a Registered  
21 Professional Reporter, Certified Realtime Reporter  
22 and Notary Public of the State of New York.  
23  
24  
25

<p style="text-align: right;">Page 14</p> <p>1 FRENCH WALLOP</p> <p>2 Q Okay. What do those entries</p> <p>3 mean?</p> <p>4 A Well, it's Mike Waller and</p> <p>5 French Wallop in New York meeting Guo at 11:00</p> <p>6 a.m., which was about ten days after the</p> <p>7 contract was underway.</p> <p>8 It was actually underway</p> <p>9 earlier, but we gave him a leeway of ten days;</p> <p>10 so that's why I have ten days after.</p> <p>11 Q Looking up, sort of directly up</p> <p>12 in that column, on January 5th, there is an</p> <p>13 entry there that says, "Contract signed." Do</p> <p>14 you see that?</p> <p>15 A Yes.</p> <p>16 Q So I am trying to understand,</p> <p>17 what does your entry on the 26th above the "ten</p> <p>18 days after," what does that correspond to?</p> <p>19 A Well, if you go back ten days,</p> <p>20 that would get it to the 16th, right?</p> <p>21 The 16th of January, and we had</p> <p>22 said to Guo at that meeting that it would have</p> <p>23 been -- we were giving him an additional ten</p> <p>24 days like credit, because we were trying to get</p> <p>25 the team set up and we didn't get the wires</p>	<p style="text-align: right;">Page 16</p> <p>1 FRENCH WALLOP</p> <p>2 \$25,000.</p> <p>3 Q Then there is an EXP. Does that</p> <p>4 mean expenses?</p> <p>5 A Yes. I'm sorry.</p> <p>6 Q So, the \$25,000 wire to</p> <p>7 Georgetown Research was for expenses?</p> <p>8 A It was.</p> <p>9 Q Was it you who was in charge of</p> <p>10 setting up the wires?</p> <p>11 A Yes.</p> <p>12 Q Could you explain to us the</p> <p>13 entry on January 31st?</p> <p>14 A Yeah, it was Michael Waller</p> <p>15 returns with flash drive to Newark, and he had</p> <p>16 done a 24 hour round trip to collect a flash</p> <p>17 drive from his contact point in Europe.</p> <p>18 Q Why was that something important</p> <p>19 enough to note on your calendar on January</p> <p>20 31st?</p> <p>21 A Because it was important to show</p> <p>22 the delivery of when we were complying with an</p> <p>23 insistent Guo for information that he wanted to</p> <p>24 have yesterday.</p> <p>25 Q And then if you go back up to</p>
<p style="text-align: right;">Page 15</p> <p>1 FRENCH WALLOP</p> <p>2 sort of into the account that we were using or</p> <p>3 accessible until the -- truly until the 9th.</p> <p>4 Because we didn't -- we didn't</p> <p>5 have clean flash drives. We had had bad flash</p> <p>6 drives to begin with.</p> <p>7 So when we got the clean flash</p> <p>8 drive was when Mike and I got together with the</p> <p>9 team members for Team 1 that week.</p> <p>10 Because at that point then the</p> <p>11 money became hard that was in the account, and</p> <p>12 then we could begin the setup of getting the</p> <p>13 team started.</p> <p>14 So that's what ten days</p> <p>15 afterwards means; it was ten days after the</p> <p>16 16th.</p> <p>17 And Guo had said he was, you</p> <p>18 know, demanded to have massive amounts of</p> <p>19 information within ten days of setting up,</p> <p>20 which was highly unreasonable.</p> <p>21 Q Could you just decipher for us</p> <p>22 your entry on January 16th?</p> <p>23 A 16th.</p> <p>24 Wire out to Georgetown Research</p> <p>25 for \$200,000, and then I think another wire for</p>	<p style="text-align: right;">Page 17</p> <p>1 FRENCH WALLOP</p> <p>2 January 6th, where you wrote -- sorry, January</p> <p>3 5th, where you wrote "bad flash drives," do you</p> <p>4 see that?</p> <p>5 A Yes, that's correct.</p> <p>6 Q And you made that entry, you</p> <p>7 physically wrote that in your calendar on</p> <p>8 January 5th?</p> <p>9 A Yes.</p> <p>10 Q Why was it important for you to</p> <p>11 write that at that point in time?</p> <p>12 A Because we were supposed to be</p> <p>13 under contract, we had all these verbal</p> <p>14 agreements that had been bouncing back and</p> <p>15 forth like ping-pong balls, and Yvette arrived</p> <p>16 and she had bad flash drives.</p> <p>17 We had signed the contract, and</p> <p>18 then in order to download whatever it was that</p> <p>19 she had on her USB keys, I did that, and</p> <p>20 clearly it was a bad, bad flash drive.</p> <p>21 And it -- we agreed that I would</p> <p>22 have to come back to New York on, it must have</p> <p>23 been on Sunday, I remember, yes, it was Sunday,</p> <p>24 where I got the new flash drives.</p> <p>25 There were three flash drives,</p>

5 (Pages 14 - 17)

<p style="text-align: right;">Page 18</p> <p>1 FRENCH WALLOP</p> <p>2 and out of those three, only one was good, the</p> <p>3 other two were bad. In other words, that means</p> <p>4 there was malware in those flash drives.</p> <p>5 It's a reason for part of the</p> <p>6 delay.</p> <p>7 Q But you knew on January 5th that</p> <p>8 it would be important to document that they</p> <p>9 were bad?</p> <p>10 A Yes, absolutely.</p> <p>11 Q And what was the basis for that</p> <p>12 knowledge?</p> <p>13 A Because if they are bad, you</p> <p>14 need to make a note of that in your record, if</p> <p>15 you're monitoring something like this in the</p> <p>16 way of a project; perfectly reasonable.</p> <p>17 Q Can you turn to February,</p> <p>18 please?</p> <p>19 A Yes, I have it.</p> <p>20 Q Just if you could just read the</p> <p>21 entry on February 1st.</p> <p>22 A It says "Mars, Walmart."</p> <p>23 Q Does that have anything to do</p> <p>24 with Eastern Profit?</p> <p>25 A It may have been a phone call I</p>	<p style="text-align: right;">Page 20</p> <p>1 FRENCH WALLOP</p> <p>2 possibly?</p> <p>3 A Possible.</p> <p>4 Q Possible?</p> <p>5 A Possible Team 2.</p> <p>6 Q So Team 2 had not been hired at</p> <p>7 this point?</p> <p>8 A No, I think we were just going</p> <p>9 there.</p> <p>10 Q And did you and Mr. Waller in</p> <p>11 fact go to Dallas to meet with Team 2?</p> <p>12 A Oh, yes, we did. I'm just</p> <p>13 looking, I think we went twice. So yes.</p> <p>14 Q And then most of these are just</p> <p>15 handwriting questions, February 5th, can you</p> <p>16 tell us what that entry says?</p> <p>17 A Sorry, I can't --</p> <p>18 That was a rigging group, if</p> <p>19 that's the right thing -- no, sorry, that looks</p> <p>20 like -- that was a meeting at 4:30 at my home</p> <p>21 with Lianchao and Mike.</p> <p>22 Q What was the -- it says here,</p> <p>23 does that mean it was at your home?</p> <p>24 A Yes.</p> <p>25 Q And what was the subject of that</p>
<p style="text-align: right;">Page 19</p> <p>1 FRENCH WALLOP</p> <p>2 had with some members of the Board. No, it had</p> <p>3 nothing to do with, probably should have been</p> <p>4 deleted.</p> <p>5 Q I should say that the items that</p> <p>6 have been redacted I gather have been redacted</p> <p>7 for relevance?</p> <p>8 A Because they pertain to other</p> <p>9 appointments or phone calls. Have nothing to</p> <p>10 do with Eastern Profit.</p> <p>11 Q On Groundhog Day there, what</p> <p>12 does your entry there say?</p> <p>13 A "Dallas" and then "Possible Team</p> <p>14 2."</p> <p>15 Q What did you mean by that?</p> <p>16 A Well, we decided we would go</p> <p>17 down and see Team 2.</p> <p>18 Q Why does this --</p> <p>19 A I mean, we assumed that it was</p> <p>20 going to be another team, because we were</p> <p>21 concerned about what Team 1 was finding, and</p> <p>22 Team 1 was finding all sorts of irregularities.</p> <p>23 So we wanted to have a second</p> <p>24 team to compare findings with.</p> <p>25 Q The entry says "POSS," is that</p>	<p style="text-align: right;">Page 21</p> <p>1 FRENCH WALLOP</p> <p>2 meeting?</p> <p>3 A Well, it would have had to do</p> <p>4 with the Guo contract.</p> <p>5 Q But just tell me as best you</p> <p>6 can, who said what to whom at that meeting on</p> <p>7 Monday, February 5th?</p> <p>8 A I have no recollection, other</p> <p>9 than we were concerned that we were finding</p> <p>10 issues with Guo's fake names and some of Guo's</p> <p>11 fake information that he had given us out of</p> <p>12 the 15 names that we had.</p> <p>13 And we were concerned about</p> <p>14 that, plus we also had inconsistencies with the</p> <p>15 information that we had gotten on Yvette's</p> <p>16 flash drives that we were using for Team 1.</p> <p>17 And at that point they were</p> <p>18 alerting us that there was a leak within the</p> <p>19 Guo system, from Yvette's flash drives, and we</p> <p>20 were very concerned as to what that was going</p> <p>21 to do with something that we held as being</p> <p>22 highly confidential and certainly of a concern.</p> <p>23 Q Did you share these concerns</p> <p>24 with Mr. Han?</p> <p>25 A Yes.</p>

6 (Pages 18 - 21)

<p style="text-align: right;">Page 26</p> <p>1 FRENCH WALLOP</p> <p>2 So they had pulled together some</p> <p>3 pieces, but the pieces that we already had, we</p> <p>4 were planning to hire them as sort of Team 2,</p> <p>5 so that we could compare the two sets of</p> <p>6 retrievals on Guo's fish.</p> <p>7 Q Was Team 2 working on the same</p> <p>8 fish that Team 1 was working on?</p> <p>9 A Yes, for certainly the first</p> <p>10 five.</p> <p>11 Q Can you just read what the</p> <p>12 February 9th entry says?</p> <p>13 A I had something at 9:30, and</p> <p>14 then it got cancelled due to my flight to</p> <p>15 Dallas.</p> <p>16 So, I'm not sure. I'm not sure</p> <p>17 if we went down on the 8th or we went down on</p> <p>18 the 9th, but it looks like we came back to D.C.</p> <p>19 on the 10th.</p> <p>20 Q Did you have a meeting with --</p> <p>21 so we talked about the meeting you had with Mr.</p> <p>22 Han on February 5th.</p> <p>23 A Correct.</p> <p>24 Q Did you have a meeting with Mr.</p> <p>25 Han in February subsequent to that day?</p>	<p style="text-align: right;">Page 28</p> <p>1 FRENCH WALLOP</p> <p>2 A Yes.</p> <p>3 That meant depart for LHR,</p> <p>4 sorry.</p> <p>5 Q So I'm asking two days prior to</p> <p>6 that, on February 16th, you said, "I think</p> <p>7 there was a meeting with Lianchao and</p> <p>8 Mr. Waller," right?</p> <p>9 A Yes.</p> <p>10 It's such a bad copy, I can't</p> <p>11 really tell where the lines went.</p> <p>12 So, it looks like Lianchao and</p> <p>13 Michael got together on the 16th. I can't</p> <p>14 remember if I was present or not.</p> <p>15 Q Would you have written it, would</p> <p>16 it have been your practice to write it on your</p> <p>17 calendar if you weren't going to be present?</p> <p>18 A Yes. Regarding this project,</p> <p>19 yes.</p> <p>20 Q Just why would you do that?</p> <p>21 A Why wouldn't I do it?</p> <p>22 Because it pertained to sort of</p> <p>23 a crisis situation with the information that</p> <p>24 was -- that we were receiving back from now two</p> <p>25 teams, and Lianchao was one of the people who</p>
<p style="text-align: right;">Page 27</p> <p>1 FRENCH WALLOP</p> <p>2 A I am looking. I can't read my</p> <p>3 own handwriting sometimes.</p> <p>4 I did not, but I think that Mike</p> <p>5 and Lianchao met on the 16th. I was not</p> <p>6 present.</p> <p>7 Q Okay, so just so the -- sorry to</p> <p>8 ask you to do this, but just on February 16th,</p> <p>9 what does that entry say?</p> <p>10 A It says "11:00 to 3:00, L and</p> <p>11 M," then it looks like something "9:00 p.m." I</p> <p>12 don't know what that is.</p> <p>13 Q How did you know that you</p> <p>14 weren't at the meeting?</p> <p>15 A Because you can see here, I left</p> <p>16 for London on the 18th, and I did not return</p> <p>17 from London and Zurich until maybe the 1st of</p> <p>18 March.</p> <p>19 I don't know, because I don't</p> <p>20 have March here, so I can't tell you.</p> <p>21 Q Just trying to follow, so the</p> <p>22 entry for February 18th says "Depart LHR,"</p> <p>23 right?</p> <p>24 A Yes.</p> <p>25 Q That's Heathrow?</p>	<p style="text-align: right;">Page 29</p> <p>1 FRENCH WALLOP</p> <p>2 had introduced us to Guo, along with Bill</p> <p>3 Gertz.</p> <p>4 Q Skip ahead to February 25th.</p> <p>5 That's the day you got home from London?</p> <p>6 A Yes.</p> <p>7 Q And did you meet with Mr. Waller</p> <p>8 and Mr. Lianchao Han on that day?</p> <p>9 A Yes.</p> <p>10 Q Do you remember what happened on</p> <p>11 that meeting?</p> <p>12 A I'm sure we were discussing the</p> <p>13 project.</p> <p>14 Q Eastern Profit had terminated</p> <p>15 the contract prior to then, correct?</p> <p>16 A I gather they had, but I was out</p> <p>17 of the country, so I didn't -- I hadn't seen</p> <p>18 anything about that.</p> <p>19 I think Mike had told me.</p> <p>20 Q Were you out of the country on a</p> <p>21 trip related to Eastern Profit?</p> <p>22 A Yes.</p> <p>23 Q And what were you doing?</p> <p>24 A Gathering intelligence.</p> <p>25 Q How did you go about that?</p>

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<p style="text-align: right;">Page 30</p> <p>1 FRENCH WALLOP</p> <p>2 A Because I have a number of</p> <p>3 people that would have helped me and did help</p> <p>4 me in pulling information on Guo and on his</p> <p>5 people, that he was asking for research on.</p> <p>6 Q You were pulling information on</p> <p>7 Guo in the --</p> <p>8 A For Guo.</p> <p>9 Q For Guo.</p> <p>10 Were those people part of Team</p> <p>11 1?</p> <p>12 A No.</p> <p>13 Q Were they part of Team 2?</p> <p>14 A No.</p> <p>15 Q So, who were those people?</p> <p>16 A They were additional people.</p> <p>17 Q Did Strategic Vision pay for any</p> <p>18 services of the people you are referring to?</p> <p>19 A I believe so, yes.</p> <p>20 Q Are you talking about Fletcher?</p> <p>21 A Yes.</p> <p>22 Q Did you meet with anyone else</p> <p>23 other than Fletcher?</p> <p>24 A I did.</p> <p>25 Q Who else?</p>	<p style="text-align: right;">Page 32</p> <p>1 FRENCH WALLOP</p> <p>2 and I were trying to figure out how to handle</p> <p>3 Guo, because of the fact that we were</p> <p>4 delivering information and nothing seemed to</p> <p>5 satisfy him.</p> <p>6 Q Did you and Mr. Waller and</p> <p>7 Mr. Lianchao discuss litigation at that meeting</p> <p>8 on February 25th?</p> <p>9 A No.</p> <p>10 Q Did you --</p> <p>11 A Never.</p> <p>12 Q Did you discuss whether</p> <p>13 Strategic Vision would interfere with Mr. Guo's</p> <p>14 asylum application at that meeting?</p> <p>15 A No.</p> <p>16 Q Did you ever have that</p> <p>17 conversation with Mr. Han?</p> <p>18 A No.</p> <p>19 Q There is an entry on -- do you</p> <p>20 happen to know whether February 2018 was a leap</p> <p>21 year?</p> <p>22 In other words, does that say</p> <p>23 February 29?</p> <p>24 A It's 28th.</p> <p>25 It just goes to 28. If you look</p>
<p style="text-align: right;">Page 31</p> <p>1 FRENCH WALLOP</p> <p>2 A That's sort of confidential.</p> <p>3 MR. GREIM: Let's keep it there</p> <p>4 for now. There is apparently an order</p> <p>5 in this case.</p> <p>6 I don't know if it covers this or</p> <p>7 not, but if it doesn't, we will give the</p> <p>8 answer.</p> <p>9 Just if we could do it when we take</p> <p>10 our next break.</p> <p>11 MS. CLINE: Okay.</p> <p>12 Q So you and Mr. Waller met with</p> <p>13 Mr. Han on February 25th after Eastern Profit</p> <p>14 had terminated the contract, right?</p> <p>15 A Yes.</p> <p>16 Q What did you all say to each</p> <p>17 other? First of all, was the meeting in</p> <p>18 person?</p> <p>19 A Yes.</p> <p>20 Q And it was at your home in</p> <p>21 Virginia?</p> <p>22 A Yes.</p> <p>23 Q What did you all say to each</p> <p>24 other at that meeting?</p> <p>25 A I'm sure that Mike and Lianchao</p>	<p style="text-align: right;">Page 33</p> <p>1 FRENCH WALLOP</p> <p>2 above, the calendar, it's 27/28, so there is no</p> <p>3 29.</p> <p>4 Q What's -- so the last, just</p> <p>5 humor me, the last column, the bottom column on</p> <p>6 the page, right, starts with the 25th.</p> <p>7 That's when you got home from</p> <p>8 London?</p> <p>9 A Right.</p> <p>10 Q 26th is blank, right?</p> <p>11 A Yes.</p> <p>12 Q 27th you did something at 9:30,</p> <p>13 but it's redacted, right?</p> <p>14 A Yes.</p> <p>15 Q 28th you did something at 11:10,</p> <p>16 but that's redacted, correct?</p> <p>17 A Correct.</p> <p>18 Q I am trying to figure out what</p> <p>19 the entry is on what would be February 29th</p> <p>20 there?</p> <p>21 A I can't really tell unless it</p> <p>22 just says "depart 6:00 a.m." So I don't know,</p> <p>23 where is the rest of the calendar?</p> <p>24 If you have the March calendar,</p> <p>25 I can maybe piece it together.</p>

<p style="text-align: right;">Page 34</p> <p>1 FRENCH WALLOP</p> <p>2 Q Did you take any, putting aside</p> <p>3 the calendar, do you remember whether you took</p> <p>4 any business trips with respect to the Eastern</p> <p>5 Profit matter subsequent to your trip to London</p> <p>6 where you got home on February 25th?</p> <p>7 A Yes.</p> <p>8 Q And describe those.</p> <p>9 A Well, without a calendar, I</p> <p>10 can't.</p> <p>11 Q You have no memory, you know you</p> <p>12 went somewhere, but you just don't remember</p> <p>13 what the nature of the trip was?</p> <p>14 A That's correct. Unless I look</p> <p>15 at the calendar I can be more explicit.</p> <p>16 Q Do you recall the purpose for</p> <p>17 making a trip after the contract had been</p> <p>18 terminated?</p> <p>19 A To continue gathering the</p> <p>20 information that was sitting and available to</p> <p>21 us to retrieve.</p> <p>22 But these things had to be done</p> <p>23 face-to-face, not by on the internet.</p> <p>24 MS. CLINE: Would you mark that,</p> <p>25 please.</p>	<p style="text-align: right;">Page 36</p> <p>1 FRENCH WALLOP</p> <p>2 Profit?</p> <p>3 A With Miles Guo, yes. We didn't</p> <p>4 know who Eastern Profit was until the contract</p> <p>5 turned up.</p> <p>6 Q And what were the -- so did you</p> <p>7 have communications with Mr. Guo about Exhibit</p> <p>8 112?</p> <p>9 A Yes.</p> <p>10 Q Describe those, please.</p> <p>11 A Well, we walked him through it</p> <p>12 based on the information that we had after we</p> <p>13 finally got a clean flash drive from Yvette</p> <p>14 Wang on how it would work.</p> <p>15 Because obviously we didn't have</p> <p>16 the 15 fish or the 10 fish names, so we could</p> <p>17 break out how the tracking would work with each</p> <p>18 one of these targets.</p> <p>19 So we didn't have the names, in</p> <p>20 other words, until we had gotten a clean flash</p> <p>21 drive, which was not until, what did I say?</p> <p>22 January 8th of 2018.</p> <p>23 Q Do you remember where you were</p> <p>24 when Strategic Vision walked Mr. Guo through</p> <p>25 Exhibit 112?</p>
<p style="text-align: right;">Page 35</p> <p>1 FRENCH WALLOP</p> <p>2 (The above described document was</p> <p>3 marked Exhibit SV 112 for identification,</p> <p>4 as of this date.)</p> <p>5 Q All right. We have handed you</p> <p>6 what's been marked as Exhibit 112, and the</p> <p>7 first question is just whether you can identify</p> <p>8 the document for us, please?</p> <p>9 A I believe it was one of the</p> <p>10 documents that we used to show, Strategic</p> <p>11 Vision used to show Guo how we would operate</p> <p>12 with each one -- with each specific fish in</p> <p>13 a -- in a sort of graph, so that he could</p> <p>14 understand it more clearly.</p> <p>15 Q Did you put Exhibit 112</p> <p>16 together?</p> <p>17 A No, I did not.</p> <p>18 Q Do you know who did?</p> <p>19 A I believe Michael. Michael and</p> <p>20 I talked about it, and then he put it together.</p> <p>21 Q It was put together before the</p> <p>22 contract was signed?</p> <p>23 A Yes.</p> <p>24 Q Did you use, did Strategic</p> <p>25 Vision use Exhibit 8 in a meeting with Eastern</p>	<p style="text-align: right;">Page 37</p> <p>1 FRENCH WALLOP</p> <p>2 A I do not.</p> <p>3 Q Do you remember when the meeting</p> <p>4 was?</p> <p>5 A Well, if we meet with Guo, it</p> <p>6 would have been in his apartment.</p> <p>7 Q And --</p> <p>8 A And I'm not sure which meeting</p> <p>9 it was, it might have been December.</p> <p>10 Sorry.</p> <p>11 Q I was confused by your testimony</p> <p>12 on this.</p> <p>13 A I'm confused actually right now.</p> <p>14 I think -- I think in fact that</p> <p>15 we did talk about it. He had this big file of</p> <p>16 names which he said he had paid \$250 million</p> <p>17 for, with all of these same names and</p> <p>18 photographs and everything else that he showed</p> <p>19 us early on.</p> <p>20 Which, if I go back to my</p> <p>21 calendar, I think that could have been either</p> <p>22 the 4th of December or the -- sorry, or the</p> <p>23 11th of December.</p> <p>24 It looks like maybe the 11th of</p> <p>25 December, because it shows I had put here</p>

10 (Pages 34 - 37)

<p style="text-align: right;">Page 42</p> <p>1 FRENCH WALLOP</p> <p>2 A Yes, I came up to New York in a</p> <p>3 snow storm and to the Pierre and met Yvette in</p> <p>4 the Pierre lobby.</p> <p>5 Q Just, there is a New York on</p> <p>6 January 8th, what's the abbreviation before</p> <p>7 that?</p> <p>8 A Me, FW.</p> <p>9 Q You refer to yourself in the</p> <p>10 third person?</p> <p>11 A Sometimes. FW New York, you</p> <p>12 will see on here.</p> <p>13 MW, FW, you will see many things</p> <p>14 MW, FW.</p> <p>15 Q So going back to Exhibit 112 --</p> <p>16 A Yes.</p> <p>17 Q -- just, fish means what?</p> <p>18 A It was the term we used to</p> <p>19 identify and tag each person that was in -- on</p> <p>20 the list of people that Guo wanted to have</p> <p>21 researched.</p> <p>22 Q And what does unit mean?</p> <p>23 A 23 units. Well, it was a very</p> <p>24 complex way we were trying to set it up, so</p> <p>25 that we could put fish in and take fish out at</p>	<p style="text-align: right;">Page 44</p> <p>1 FRENCH WALLOP</p> <p>2 Vision says, "The unpredictable work in</p> <p>3 pricing."</p> <p>4 Do you see that?</p> <p>5 A Yes.</p> <p>6 Q That's the pricing is</p> <p>7 unpredictable because the number of units</p> <p>8 wasn't steady, correct?</p> <p>9 A That's correct.</p> <p>10 Q So the pricing was based per</p> <p>11 unit, correct?</p> <p>12 A Yes.</p> <p>13 Q And then, if you go to the</p> <p>14 second page of the same exhibit, if there are</p> <p>15 always 30 units, then the pricing is</p> <p>16 predictable, right?</p> <p>17 A I guess so.</p> <p>18 Again, this is a question for</p> <p>19 Mike, because we tossed this thing back and</p> <p>20 forth about ten times, discussing how the best</p> <p>21 way would be for the tracking research to be</p> <p>22 done.</p> <p>23 That's a question also for him.</p> <p>24 Q I might have gotten that one</p> <p>25 wrong. I thought it was a question for you.</p>
<p style="text-align: right;">Page 43</p> <p>1 FRENCH WALLOP</p> <p>2 the same time if they were not -- if the</p> <p>3 information wasn't retrievable, if it wasn't</p> <p>4 acceptable.</p> <p>5 Either to Guo, in other words,</p> <p>6 if it was just superficial information versus</p> <p>7 really some good deep dives.</p> <p>8 Q So, in the first scenario in</p> <p>9 Exhibit 112 --</p> <p>10 A Yes.</p> <p>11 Q -- it contemplates a flat number</p> <p>12 of fish, but not always 30 units, right?</p> <p>13 A That's correct. And I think</p> <p>14 that the 30 units 10, 10, and 10 makes the 30,</p> <p>15 right, for 10 fish?</p> <p>16 So we were looking at each</p> <p>17 individual cell to see which ones we could dive</p> <p>18 for certain information on in each one of these</p> <p>19 cells.</p> <p>20 And some of the cells were not</p> <p>21 relevant or were not -- the information was not</p> <p>22 there because they were either fake or the</p> <p>23 names were wrong or whatever.</p> <p>24 Q And in the scenario, in this</p> <p>25 scenario on this first page, the Strategic</p>	<p style="text-align: right;">Page 45</p> <p>1 FRENCH WALLOP</p> <p>2 MR. GREIM: Actually, I will tell</p> <p>3 you, we actually did say that this</p> <p>4 document was for Ms. Wallop, but some of</p> <p>5 the questions you are raising are going</p> <p>6 back to contractual things that, as you</p> <p>7 are asking the witness, she's saying</p> <p>8 it's better for Mr. Waller.</p> <p>9 So we did our best to try to find,</p> <p>10 to try to divide these documents up and --</p> <p>11 MS. CLINE: Yeah, well, we will</p> <p>12 see how it goes. I would have asked him</p> <p>13 about this had you designated it as</p> <p>14 such.</p> <p>15 MR. GREIM: Well, all right, I</p> <p>16 guess if we have exhausted this witness</p> <p>17 and there are some questions about the</p> <p>18 document itself that we still need, then</p> <p>19 we have got him here.</p> <p>20 We can, I hate to do this, but</p> <p>21 maybe we can put him back on at the end to</p> <p>22 ask whatever the questions are.</p> <p>23 I just want to know what those are,</p> <p>24 to be clear, what it is that Ms. Wallop</p> <p>25 isn't able to say about the document</p>

<p style="text-align: right;">Page 46</p> <p>1 FRENCH WALLOP</p> <p>2 itself.</p> <p>3 I mean, because to be clear, we</p> <p>4 have had a lot of testimony already on</p> <p>5 what the fish were, what the contract</p> <p>6 means, that was all in the first</p> <p>7 deposition.</p> <p>8 I understand this is to be about</p> <p>9 this document --</p> <p>10 MS. CLINE: That's all I'm asking</p> <p>11 about.</p> <p>12 MR. GREIM: We should look at the</p> <p>13 transcript, because it occurs to me a</p> <p>14 lot of the questions are moving into the</p> <p>15 thing about fish and units and pricing,</p> <p>16 which I understand it springs from</p> <p>17 looking at the document, but those are</p> <p>18 questions that actually have been asked</p> <p>19 and answered a long time ago.</p> <p>20 So I don't -- we don't need to have</p> <p>21 a fight about it. Let's just see what the</p> <p>22 questions are about the document itself</p> <p>23 that she can't answer, and if there are</p> <p>24 some, we can put him on to answer those</p> <p>25 questions.</p>	<p style="text-align: right;">Page 48</p> <p>1 FRENCH WALLOP</p> <p>2 fish in the first month, which actually</p> <p>3 unbalanced a lot of our programming as to how</p> <p>4 we were going to process the 10 plus 5 fish,</p> <p>5 making it 15 fish, it made us have to work 33</p> <p>6 percent harder to pull up additional numbers</p> <p>7 when we had only planned originally on the 10</p> <p>8 based on the budget.</p> <p>9 So our ability to walk him</p> <p>10 through what we could pull within a certain</p> <p>11 time frame, if we found that one or two of</p> <p>12 these fish were dead, we would throw them out</p> <p>13 of the tank and replace them with another fish,</p> <p>14 so with another name, and then we would go to</p> <p>15 work on those names to see how much we could</p> <p>16 pull up on those names.</p> <p>17 But it was -- when somebody</p> <p>18 tells you they have got 4,000 names they want</p> <p>19 investigated from the very beginning, we never</p> <p>20 expected to be doing 4,000 names, we expected</p> <p>21 to be able to work with about maybe 100 names</p> <p>22 over the year, over the course of a year.</p> <p>23 That's how we were sort of</p> <p>24 trying to balance out the numbers of the people</p> <p>25 that we were doing the research on based on</p>
<p style="text-align: right;">Page 47</p> <p>1 FRENCH WALLOP</p> <p>2 MS. CLINE: Would you go back to</p> <p>3 the last question I asked.</p> <p>4 (The question requested was read</p> <p>5 back by the reporter.)</p> <p>6 Q So, I'm asking you, when this</p> <p>7 exhibit, this Power Point Exhibit 112 was</p> <p>8 discussed with Mr. Guo, was there a</p> <p>9 conversation around having pricing predictable</p> <p>10 and tied to units?</p> <p>11 A I believe so, yes.</p> <p>12 Q Tell me what you remember about</p> <p>13 that conversation.</p> <p>14 A We discussed -- he needed an</p> <p>15 example as to how this would work.</p> <p>16 So we chose the concept of fish</p> <p>17 in an aquarium, and he understood that.</p> <p>18 So that if we took -- we</p> <p>19 initially were going to take 10 fish, that was</p> <p>20 the deal, we would take 10 fish, the first</p> <p>21 time, the first month, and then see where that</p> <p>22 went.</p> <p>23 If we took the first 10 fish and</p> <p>24 we found that we, out of those 10, which they</p> <p>25 then decided oh, no, we wouldn't to make it 15</p>	<p style="text-align: right;">Page 49</p> <p>1 FRENCH WALLOP</p> <p>2 what it was that he wanted in the way of</p> <p>3 information back.</p> <p>4 So again, it's really a much</p> <p>5 better question for Mike. He's the expert on</p> <p>6 this sort of --</p> <p>7 Q I will ask him if you don't</p> <p>8 know, but predictable pricing, that was</p> <p>9 something Strategic Vision was interested in?</p> <p>10 A Yeah, whatever, yes, predictable</p> <p>11 and unpredictable.</p> <p>12 Q Which?</p> <p>13 A Well, predictable pricing, if</p> <p>14 that's what you're talking about, is that what</p> <p>15 we are on, the 30 units?</p> <p>16 Q Yes.</p> <p>17 A Sorry.</p> <p>18 Q So, let me --</p> <p>19 A One is predictable and one is</p> <p>20 unpredictable.</p> <p>21 Q Let me try it this way, and if</p> <p>22 you don't know, we will ask Mr. Waller, but</p> <p>23 scenario number one entails or would result in</p> <p>24 unpredictable pricing, correct?</p> <p>25 A Correct.</p>

13 (Pages 46 - 49)

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1 CERTIFICATE

2

3 I, the undersigned, a Certified

4 Shorthand Reporter of the State of New

5 York, do hereby certify:

6 That the foregoing proceedings were

7 taken before me at the time and place

8 herein set forth; that any witnesses in

9 the foregoing proceedings, prior to

10 testifying, were duly sworn; that a record

11 of the proceedings was made by me using

12 machine shorthand which was thereafter

13 transcribed under my direction;

14 That the foregoing transcript is a

15 true record of the testimony given.

16 Further, that if the foregoing

17 pertains to the original transcript of a

18 deposition in a federal case before

19 completion of the proceedings, review of

20 the transcript [ ] was [x] was not

21 requested.

22

23 I further certify I am neither


24 financially interested in the action nor a

25 relative or employee of any attorney or

party to this action.

IN WITNESS WHEREOF, I have this

date subscribed my name.



Stephen J. Moore  
RPR, CRR

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1

2 DECLARATION UNDER PENALTY OF PERJURY

3 Case Name: EASTERN v. STRATEGIC

4 Date of Deposition: November 19,

5 2019

6

7 I, FRENCH WALLOP, hereby certify

8 Under penalty of perjury under the

9 laws of the State of New York that the

10 foregoing is true and correct.

11 Executed this \_\_\_\_\_ day of

12 \_\_\_\_\_, 2019, at

13 \_\_\_\_\_.

14 \_\_\_\_\_

15

16

17

18 FRENCH WALLOP

19

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1

2 DEPOSITION ERRATA SHEET

3 Case Name: EASTERN v. STRATEGIC.

4 Name of Witness: FRENCH WALLOP

5 Date of Deposition: November 19,

6 2019

7 Reason Codes: 1. To clarify the

8 record.

9 2. To conform to the facts.

10 3. To correct transcription errors.

11 Page \_\_\_\_\_ Line \_\_\_\_\_ Reason \_\_\_\_\_

12 From \_\_\_\_\_ to \_\_\_\_\_

13 Page \_\_\_\_\_ Line \_\_\_\_\_ Reason \_\_\_\_\_

14 From \_\_\_\_\_ to \_\_\_\_\_

15 Page \_\_\_\_\_ Line \_\_\_\_\_ Reason \_\_\_\_\_

16 From \_\_\_\_\_ to \_\_\_\_\_

17 Page \_\_\_\_\_ Line \_\_\_\_\_ Reason \_\_\_\_\_

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22 From \_\_\_\_\_ to \_\_\_\_\_

23 Page \_\_\_\_\_ Line \_\_\_\_\_ Reason \_\_\_\_\_

24 From \_\_\_\_\_ to \_\_\_\_\_

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2 DEPOSITION ERRATA SHEET

3 Page \_\_\_\_\_ Line \_\_\_\_\_ Reason \_\_\_\_\_

4 From \_\_\_\_\_ to \_\_\_\_\_

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16 From \_\_\_\_\_ to \_\_\_\_\_

17 Page \_\_\_\_\_ Line \_\_\_\_\_ Reason \_\_\_\_\_

18 From \_\_\_\_\_ to \_\_\_\_\_

19 Subject to the above

20 changes, I certify that the transcript is

21 true and correct.

22 \_\_\_\_\_ No changes have been

23 made. I certify that the transcript is

24 true and correct.

25 FRENCH WALLOP